

Chapter One

The Connection Between Thought and Circumstance

I was sitting along the creek, alone with my thoughts and the harmony that only the sound of running water can bring. The autumn chill was in the air, and the rustle of the breeze through the leaves added to the symphony of serenity.

A young woman was reading a book on my left, and an elderly gentleman was practicing Tai Chi about 30 feet away. A Suzuki motorcycle pulled up and parked at the edge of the street. The rider was dressed all in black leather, and had the look of a courier. He dismounted, removed a brown sack from his cargo box, and sat about 20 feet away from me. I spied him as he removed a cold chicken drumstick and some kind of sandwich, which he ate and chased with a bottle of Sprite.

It's October, in the south end of Dublin, Ireland, and I'm on the banks of the canal that runs under Baggot Street. I chose to spend my lunch here, instead of the five-star hotel I am staying at. Pigeons are strutting around me, and a young man is lying with his head nestled in the lap of his girlfriend. I didn't ask them, but I bet the other patrons in my creek-side café would agree that there isn't a restaurant in town that can rival the dining experience here.

Now the food at my hotel is great, but Ireland suffers from the same disease as the U.K. Namely that they think all restaurants should be gloomy caves, with dark mahogany wood and plenty of smoke. You'll find more windows in a submarine, than the average restaurant here.

So why am I at the canal, other than for obvious reasons?

I'm choosing the thoughts that create my circumstances—and the circumstances that will shape my life.

Take a trip to any jail or prison and you will meet hundreds of people who will tell you they are the victims of circumstances. Enter any big city ghetto or barrio and you see the same thing.

If you venture through some affluent, high-class WASP neighborhood in Connecticut, you discover the same thing. Likewise if you stroll through a middle-class neighborhood in London or Leeds, Cologne or Copenhagen. You will meet people who believe they are the result of their circumstances, good or bad.

They will talk about the opportunities they were given, or the chances they were denied. They may be grateful for the education they were exposed to, or bemoan the fact they were denied one. One person will celebrate his upbringing, while another will decry hers.

Yes, income, status, caste, education, upbringing, neighborhood, family and many other circumstances will influence, effect and even determine your station in life.

But who creates the circumstances?

Your parents? Your environment? God? Destiny? Lost in all this analysis and the assumptions of the people above is one very, very important reality:

The effect of thought on circumstance.

In "As A Man Thinketh," James Allen tells us that our minds are life a garden, which can be intelligently cultivated, or allowed to run wild. In either event, it will *bring forth*.

If you plant and tend your garden, it will produce flowers or fruits, the things you cultivate. If you don't plant specific seeds, then animals, wind and other elements will cause random things to fall into it, producing an abundance of weeds and wild vegetation, likely to choke out useful plants. One thing is certain. Something will grow in your garden.

Just as a gardener must tend his or her plot, keeping out the weeds, you must tend the garden of your mind, weeding out the thoughts of lack, limitation and negativity. You must nurture and tend the thoughts of happiness, success and purpose.

If you practice gardening of this kind, you will soon discover that you are the master gardener of your soul. You will come to the profound revelation that you are not the victim of your circumstance – but the architect of them. *For it is the thoughts that you give precedence to that shape your character, create your circumstances, and determine your ultimate destiny.*

Please read that last sentence again.

The outer circumstances and environment of your life is directly connected to your inner state. The most important thing you can learn about success, prosperity and happiness is that **thought and character are one.**

No one wakes up one day in prison, or divorce court, or the emergency room. It is the direct result of the thoughts you have had up to that point.

Now if you are like most people, this is the part where you start to mentally make excuses for yourself . . .

You believe that what I just said is true for *other* people most of the time, but you are quite certain that *you* have been the victim of extenuating circumstances beyond your control.

I know. Your situation is different. You're special...

OK you're allowed to think that. For a while. But let me tell you about me.

Because my situation was different. I was special...

I was in at least eleven negative, dysfunctional relationships because my partners were neurotic, excessively jealous and needy. They were always making demands on me because they couldn't meet their own needs.

In the first restaurant I owned, the guy I hired to run it was falsifying the sales figures and keeping 80% of the sales. This went on for almost four months before we caught him, long enough to put me out of business.

In the hair salon I bought, my partner actually stole the fixtures one weekend and sold them. The tax authorities seized the pizzeria I had.

In each case, I was just the innocent victim, manipulated and injured by others, always fighting against the circumstances, bad luck, etc.

Bullshit.

I chose those relationships, I hired that manager, I attracted my business partners, like I chose to start a business without enough capital and didn't pay my taxes.

You don't simply end up in jail or the hospital, bankrupt, or alone. No more than you simply wake up rich, successful, happy, and healthy. All these circumstances are the result of thousands of little decisions, which are reached as a result of hundreds of thousands of thoughts. The thoughts you give precedence to.

So just how does that work?

Well it pains me to even talk about it. It pains me because of the pain I see in people that I love. And it reminds me of the pain I used to have. And I hate to even think about that. But talk I must . . .

Some of you have heard the story I tell on my “Prosperity” audio album about the wake up call I got one day in California. I had just had dinner with Spence and Shivani, a couple I respected a great deal. I had spent the meal doing what I always did at that time. I regaled them with all the bad breaks, poor luck, and unfortunate circumstances that had been happening to me. Afterward, as we were getting into their car, Spence said to me, “Have you given any thought to what you’re doing to manifest all this?” Well I was simply devastated. I couldn’t believe how insensitive, uncaring, and clueless he was! I couldn’t believe that he didn’t understand and empathize with what an innocent victim I was.

I chewed on that for about three weeks before it finally dawned on me that Spence was right. And that’s a very ugly realization to have.

But a very liberating one. Because once you get it—and you take ultimate responsibility for what is happening in your life—you start to think about how that really comes about.

I just got an email from someone two days ago. She has been struggling financially for quite some time. She has major health challenges, relationship issues, and some other drama going on. Now she writes to tell me that she was just in a serious car accident.

Another old friend of mine is struggling financially. He has for the last five years I’ve known him, but this time, he just got laid off.

I’m quite sure that you know people in similar kind of patterns. It wrenches your heart, but sometimes you have to step back and let them alone. The people I have talked about, I care about. But I can’t help them yet. Because they don’t understand this connection between thought and circumstance . . .

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Sure I could send some money to the lady with the car accident. I will throw some business to my other friend anonymously. But I'm afraid these are just band-aids on a tumor. Because they will always need another check and another chance, until they make the connection we are talking about.

So let's talk about how all this applies to you.

First, you really do have to accept that on one level or another, you have manifested everything that is happening in your life. Even the horrific, nasty stuff.

Of course you don't do it consciously. But you do it.

I always believed that I wanted to be healthy. But I had allergy problems, a bad back, and a lot of other challenges that kept me sick. Most of them were hereditary. Or so I thought . . .

At that time, I had a hard time expressing love, and having it expressed to me. I didn't hug, say, 'I love you,' or other expressions of emotion. I wasn't psychologically able to, at that point in my life.

After the string of dysfunctional relationships, I finally got into therapy. It took me about three years, but I finally got to the point where I could express and accept love. An amazing thing happened . . .

My health problems all miraculously cleared up. I had been holding on to sickness, because on a subconscious level, that is how I believed you attracted loving attention. I didn't realize it then of course. But I know now, that is exactly what was happening.

You can believe that you want to be successful, wealthy and powerful. Yet on a subconscious level, you may have some serious lack programming. So on this subconscious level, you may fear that if you get rich and successful, your family and friends won't like you any more, or you won't fit in. So you could hold yourself back, and sabotage your own success.

Now here's the thing . . .

If you become successful, wealthy and powerful—IT IS QUITE POSSIBLE AND EVEN LIKELY that your family and friends won't like you any more, and you won't fit in! At least that's what happened for me. But I was ok with that. Because I knew that my true friends wouldn't be bothered by my success, and would even celebrate it.

And I knew that if I wanted to fit in, I needed to stay sick, broke and stupid.

Which I wasn't willing to do. So I changed a lot of things in my life, most importantly, the thoughts I give precedence to.

Which is why I am here at Baggot Creek, instead of the smoky restaurant at the Ballsridge Hotel. So where are you reading this? And how have you spent your day so far?

Chapter Two

Using the Power of Purpose

Ok I admit it. I have a charmed life. Everything I touch turns to gold. Or platinum. Or Prada.

I'm healthy, happy, and successful. My worst nightmare day is a lot of people's dream come true.

Now it wasn't always this way...

For more than 30 years, my life sucked. Real bad. I was sick, unhappy, broke, and miserable. Everything I touched turned to camel dung. If anyone could snatch defeat from the jaws of victory, that would have been me.

So what changed?

The single most important thing – more important than anything else I have ever learned was this: I came to the belief that I was responsible for everything that happened in my life, both the good, and the unspeakable horrible. Which was a very frightening thought indeed...

Because it meant I could not blame my dysfunctional relationships on my partners anymore, I couldn't blame all my business failures on my sponsor, crooked partners, and the economy, and I couldn't blame my poor health and other tragedies on God, the universe, destiny and circumstance.

And while that was quite a frightening thought at first...it became the thought that ultimately gave me freedom.

Because if all that was true about those bad things, then logic dictated that it must be true for the good things. Which meant I could manifest being happy, getting rich, becoming successful, and attracting quality people into my life!

Do you really get this? Do you realize that you can manifest all the good things and live a life of health, happiness and prosperity?

Coming to this realization was the single, most important, defining breakthrough in my existence on this planet. Because it took me out of the mindset that I was a victim of circumstance, and created a mindset and belief that I could control my own destiny.

Now this thought is radically different from what most people believe. But then again, most people are sick, broke and stupid. They feel victimized by God, the Universe, nature, destiny, luck, circumstance, and a litany of other "outside" factors.

But when you feel these things victimize you, that discounts the very important reality of the effect our thought-forces and mind elements have upon our circumstances, character, and destiny.

You create your own circumstances by the thoughts we give precedence to.

So that is step one, working on the thoughts you give precedence to. But there is more.

Until your thought is linked with purpose, you can't experience the true prosperity that is your birthright.

I'm writing this chapter in the waiting room at the car dealership. Along with smelling the burnt coffee pot, everyone else is glued to the TV, watching a daytime talk show host. I don't think they have any idea of the insidious infection that is taking place.

Most people's thoughts are simply reactions to whatever is going on in the world around them. They have these random, aimless thoughts, and drift from one drama to another. They fall easy prey to gossip, petty worries and negativity. They are cogs in the matrix, lurching along with the herd. Daytime TV shows (and most nighttime ones) like the one that is on now, satiates this habit perfectly.

They have no purpose. Because they think taking care of themselves is selfish, and they think selfishness is bad, they attempt to make everyone else happy. Which of course leaves everyone most decidedly unhappy. So the closest thing they have to a purpose, is avoiding conflict, and making sure that no one else is too pissed off at them.

Not only must you have a purpose, but also you have to make that purpose the centralizing focus of your daily thoughts. You must make your purpose your supreme duty, with your eyes always on the target. When you do that, then you really do control the thoughts you give precedence to, and this creates your mindset. And it is your mindset that determines how successful you will really be in life.

Here's what the process looks like:

- 1) Having an overriding purpose helps you direct your thoughts.**
- 2) Those thoughts determine your mindset.**
- 3) Your mindset determines how successful you will really be.**

How you will react to any situations that come up is determined almost entirely by your mindset. Take my friend Matt. We stopped at a fried chicken joint to eat after our ballgame one night. As we were walking to the door, he said, "You know what's going to happen? I bet they are going to be out of chicken! That happened to me once. I went in and they were out of chicken. How can a chicken place be out of chicken?"

So what happened?

We went in. I ordered a 3-piece chicken dinner, which I got. He ordered a 3-piece spicy chicken dinner. Which, of course they were out of. He looked at me and raised his arms, as if to say, "I told you so."

Now we could do a whole lesson on how he manifested them being out of chicken. But that's for another book. The point I'm raising here is his mindset.

He expects bad things to happen to him, so they usually do. I love him, but he affirms about 300 bad statements every day. I am constantly stopping him in mid-sentence, screaming, "Wait, don't affirm what you are about to say!" And he pauses for a second, thinks about it, and finally says something like, "Well it's true though. My suitcase is always the last one off the plane."

Fascinating, isn't it? Your mindset colors how you view every situation you encounter every day. And it shapes the way you attract things into your life.

Some people are predisposed to think they will be wildly successful, some figure they will get by, and others like Matt expect the worst to happen. Your expectations will color how you view each situation you encounter, hundreds of times a day. That in turn will color how you act in each situation. And each one of those small, seemingly insignificant decisions determines your future.

If you think the rich get richer, and you have to have money to make money—you will probably do nothing to break out of being broke. You will think you want to be wealthy, but on a subconscious level, you will just tell yourself it would be a wasted effort.

If you think that good things only happen to “other” people, you won’t expect them to happen to you. And when they do, you won’t even recognize them, because you’re not expecting them. You won’t accept when people want to do good things for you. They may manifest as something simple, like refusing their offer to help you with a project, to something much larger, like refusing to accept love from someone who loves you.

You could pass up a great investment opportunity, decline to open a business that can make you wealthy, not protect your health, or even repel your perfect soul mate. Or all of the above.

Of course the opposite is true too...

If you believe you are worthy of wealth and happiness, you will expect good things to happen. And when they do, you will accept them gratefully. This is the power of autosuggestion, which operates in your subconscious mind.

When you get presented with lucrative opportunities, you are likely to act on them. And when you have a chance to try something really bold, daring and monumental—you will go for it!

So this leads to a fascinating area of speculation . . .

Namely whether you believe that we manifest cancer tumors, horrible accidents happening to us, people we love dying, and other horrible things. Or more specifically, do YOU believe that YOU manifest horrible things for YOU? Or do you think that they come from circumstance, fate and luck?

This may be the single most important question you ever ask yourself.

Because it means the difference between creating your destiny—or spending a life of quiet desperation, reacting to drama, and challenges and a never-ending supply of misfortune.

Now does that mean that I think that you consciously or subconsciously wish upon yourself a tumor, or horrible accident or other tragedy?

No, not consciously anyway. But I do believe we can and do, attract bad things to us. And I believe that we shape our circumstances by the power of thought.

Now most people don't feel that way. It's a lot easier to believe in chance, luck, destiny, providence, and other outside factors. If we can blame things on God, nature, the universe, the economy and our asshole ex-spouse, it sure makes our misfortune more palatable, doesn't it?

But lost in all this is the very important reality of the effect our thought-forces and mind elements have upon our circumstances, character, and destiny.

So I don't think that you or me or anyone else would want to have a loved one die, or get in a horrible tragedy. But we can believe that we are not worthy and manifest a victim pattern. Your soul attracts what it secretly harbors.

That means that which it loves, and also that which it fears!

So that means you can reach the height of your greatest aspirations, goals and dreams, or sink to the level of your un-chastened desires. So that leads us to the million-dollar question for you.

Do you believe that your soul attracts what it secretly harbors? That which it loves, and also that which it fears? Or do you think I'm an uncaring, egotistic, arrogant, lucky, rich guy who forgot where he came from—and doesn't understand the special circumstances that aren't your fault that are holding you back?

How much responsibility did you accept for the last really bad things that happened to you? (As in, getting fired or laid off from your job, being in a car accident, getting sick or injured, having a sinkhole appear under your master bedroom, etc.)

The amount of responsibility you take for this greatly determines your mindset, and thus how you might subconsciously attract and manifest bad things happening in your life.

If you are like most people, you admit that you are responsible for a lot that takes place in your life. You agree that you are your thoughts, and that your thoughts create both your character and your circumstances.

But . . .

You probably would add something like, "Surely Randy you don't think that I had anything to do with (fill in the blank.)"

Well I'm not going to be the one to tell you that you manifested getting an incurable disease, losing a loved one, going bankrupt, or any of a hundred other unspeakable calamities that may have occurred to you. And you probably wouldn't believe me if I did.

But I know this...

I didn't want to be in jail at 15, but I was there as a result of the actions I took. I didn't want to be sick, broke and stupid, but I was, because of the thoughts I gave precedence to. I didn't want to have my business seized by the tax authorities, but that was a direct result of my actions. And I certainly did not want to get shot, but even that was a direct result of some decisions I made, and the mindset I had at the time.

I do know that when I changed my mindset, I changed my own life.

So here's the other side of the question . . .

How much responsibility did you accept for that last wonderful, glorious thing that happened in your life? (As in finding the love of your life, your child being born, getting the promotion, making a big profit on an investment, etc.)

Here's why I ask...

If you think all the good things come from good luck, destiny or—dare I say this, God—you could be missing out on a lot of good things. Now before the fundamentalists burn this book, let me explain . . .

In the form of a story.

A farmer was in the fields, tending his crops when a passerby struck up a conversation. He mentioned to the farmer how blessed he was that God had given him such a beautiful farm.

The farmer mentioned how he had repainted the barn and the farmhouse, and the stranger again remarked how God had blessed him.

The farmer talked about how he removed all the rocks and tree stumps to plow the fields. The stranger smiled and nodded, and remarked again how God had blessed the farmer. This went on for some time, the farmer talking with pride about the improvements he had made, and the stranger repeating how God had blessed the farmer. Finally in exasperation, the farmer exclaimed, "You should have seen the place when I took it over from God!"

There is an important prosperity lesson in this parable. If you believe in God, I'm happy for you. But don't give away all your power and responsibility! God—or the universe, or whatever forces you believe in—can only do FOR you, what he can do THROUGH you.

You were given free choice. You were given the abilities to manifest the things you dream about. But as the Quakers like to say, "As you pray, move your feet."

God gave me the ability to play softball, which brings much pleasure to me. But if I wanted to do it at a high level, I knew that I would have to practice, do drills, learn the intricacies of the game, and get in better aerobic shape. So I did.

God gave Pavarotti a beautiful gift. But do you have any idea how hard he worked (Pavarotti, not God) to refine and develop that gift?

While it is important to take responsibility for the bad things in your life, it is just as important, to take responsibility for the good things!

Because if you don't take some credit for the good things—you don't have the mindset that you can actually create more of them. Think about it. And think about the credit you deserve for what you do.

As I told you—I don't think that you or me or anyone else would want to have a loved one die, or get in a horrible tragedy. I didn't want negative relationships, to get evicted from my apartment, to get shot in a robbery, to have addictions, to end up in jail, or get sick. But I do believe that I manifested ALL those things by the mindset I had at the time.

I was in the ultimate victim pattern for 30 years. And I was continually manifesting proof on a daily basis that I was an unlucky, unfortunate guy who just couldn't catch a break. Of course that was all bullshit.

I was riddled with guilt, low self-esteem and feelings of unworthiness, and I kept manifesting drama to satiate my need for feeling worthy by lieu of being the simple, poor, but spiritual guy, who was fighting the forces of evil and oppression. I am so glad I don't have to do that any more!

So what about YOU? What kind of mindset do you have towards prosperity?

You are a being of free thought, critical thinking and love. You are the lord of your thoughts, and therefore hold the key to your mindset. The transforming and regenerative mindset that allows you to make of yourself what you will. So that means you can reach the height of your greatest aspirations, goals and dreams, or sink to the level of your un-chastened desires. So think about the most important question you'll ever answer, and we'll look at how you can create a better mindset, next.

Chapter Three

Changing Your Mindset

Prosperity Mind is not an accident. It is cultivated daily.

I was on the phone with a friend from Texas last night. He asked about a mutual friend we have. "He's been exposed to you a lot," he said. "Why do you think he keeps sabotaging himself?"

"You know what?" I replied, "He really hasn't been that exposed to me. He's been to three or four of my seminars. But he's not on Breakthrough U (my coaching program). So he spends five or six hours with me once a year, then he goes back to thousands of hours worth of counter programming. He never had a chance."

And that's a shame.

The guy we're talking about has been working hard to succeed in a variety of different businesses for the last ten years. And I mean he works hard. And means well. And he wouldn't intentionally hurt a flea.

Yet I've seen him crash and burn four times in that time span. The latest meltdown was a few weeks ago.

And he is a bright guy. Universally well liked, and he never stole a freight train. So why does he keep failing?

Two things come to mind, and they're both relevant to what we are talking about here. They both are a big part of your mindset, and the kind of changes you have to make in it to move from *victim* to *victor*.

The first problem with my friend is that he refuses to live by one of the universal laws of prosperity. That is the concept of trading value for value. Or put another way, the only free cheese is in the mousetrap. Like a lot of people today, he has an entitlement mindset. He sees that he is struggling and others are not. So he thinks it's only fair that they should somehow provide for his advancement.

So he is continually aligning in business relationships with people who have more resources than he does. Each of these arrangements is supposed to enrich both parties, but they always end up coming up short. There is always just enough to pay his expenses, but nothing left for the other partners.

Now he doesn't do this maliciously, or deceptively—or even consciously. He just always comes up a little short and he regales you with his tales of woe. And you look into his big brown eyes and you offer to give up your profit if it will help him out.

Or at least that's what I did . . .

The first time. So I naturally thought that being his patron saint the first time around, he would work to ensure that I was taken care of in round two.

That was a \$25,000 lesson for me. One that I don't need to learn any more, thank you very much. But this isn't about me. The subject was why this individual keeps snatching defeat from the jaws of victory. And that takes us to the second issue...

Self sabotage.

Now this guy certainly doesn't see it that way. He sees it as a whole chain of unlucky outside circumstances. He blames the economy, his partners and other external factors. He is certain that he wants to be successful, so the possibility that he could actually be sabotaging his own success doesn't even occur to him. And if you were to suggest it, he would brush it off without so much as a cursory thought.

Like most people—he evaluates everything about himself based on the evidence of his conscious mind.

And what a foolish mistake that is. Millions of people self sabotage themselves daily. And most of them are not even aware of it.

Their rational, logical conscious minds tell them that they want to be healthy, happy and prosperous. Let's face it. Who wouldn't?

But then why are so many people sick, depressed and broke?

Because on a subconscious level—they don't believe they are worthy. Perhaps their church, temple or synagogue programmed them that they were a worm by the time they were eight years old. Maybe their parents got divorced when they were ten and they thought it was their fault. Perhaps their father worked ten hours a day in a tough manual labor job, and now they feel guilty for earning more money than he did.

They spent hours a day, plopped in front of the television. So you can safely assume that they were completely brainwashed by the media by the time they were ten years old. They have learned:

- ❑ Rich people are pompous, conniving and dishonest;
- ❑ Poor people are the salt of the earth; and,
- ❑ It is somehow noble, decent, and spiritual to be poor.

We could come up with a thousand reasons they may be programmed for lack and limitation. And a thousand reasons that you may be. Now like my friend I described earlier, you may have attended a couple seminars of mine, read some positive books and set goals for positive outcomes. *But do you know how many thousands of hours of counter-programming you are still receiving?*

Are you really screening the books you read? Did you eliminate the news outlets? Have you stopped watching 90% of the shows on television? Did you eliminate all radio talk shows from your diet? Do you excuse yourself from the conversation when it turns to gossip, lack and negativity? Have you replaced former friends and acquaintances in your life that were negative? Do you schedule and restrict the time you spend with negative family members?

If you didn't answer yes to ALL of these questions, I worry for the tremendous amount of lack programming you are being exposed to on a daily basis. If you did answer yes to all of the above, what that means is that you are likely getting "only" about fifty exposures to negative programming a day!

So in either case—what are you doing to counteract this programming?

It may be much more important than you know. It is that constant daily programming you receive that determines your mindset. And it is your mindset that determines your eventual level of achievement in everything you do.

Example: Suppose you get offered a chance to participate in a business opportunity. You could approach this a number of different ways, each one would be dependent on your mindset.

You could jump in blindly, without any research, just because you are enamored with the idea of getting rich. You could enter a very bad situation and lose a lot of money. This happens to people every day.

Or scenario two, you figure that any deal you find out about is already too late. You figure the "insiders" get all the sweetheart deals and it's probably much too good to be true. So you passed up the chance to buy Microsoft when it was \$10 a share.

Another scenario occurs when you get offered a situation, you have confidence in yourself, you study it thoroughly and you make a sound decision.

There are other possible scenarios, but you get the idea. How you will react to it is determined almost entirely by your mindset. You are made or unmade by your mindset.

It's important to remember that your mindset and expectations will be determined by the thoughts you give precedence to. James Allen equated your mind to a garden.

If you leave the garden uncultivated, whatever the wind blows in—plants, weeds or whatever is what grows there. If you consciously plant it, and cultivate it—you keep it weeded and grow the flowers, fruits, or vegetables you desire.

If you don't screen out the kind of stuff we discussed earlier, those are the weeds that blow in and choke out your prosperous, healthy and happiness thoughts.

People often ask me when their self-development work and personal growth finally "takes," and they will stop having negative thoughts. I wish I knew. Although I'm afraid the answer could be never.

Remember all the screening suggestions I mentioned a while back. I do every single one of them. In addition, I play CDs with positive subliminal messages while I sleep each night. I start each day by reading something positive, and end each night the same way. I have many positive, success-oriented people in my life. I feast regularly on positive books, tapes and other programs. And let me tell you what happened yesterday . . .

I have an embarrassing confession to make.

I was practicing the vacuum law of prosperity in my closet again. I decided that since I have so many nice, stylish and beautiful clothes—I was going to stop wearing blue jeans so often. The last time I did this, I gave away over 40 pairs of jeans. I still had about 15 left.

About five of them are black Armani, Boss or other designer jeans that I could wear with a sport coat or a similar “casually elegant” situation. That still left me with ten pairs of blue jeans. I made a spur of the moment decision to give away nine of them. I figured that way I couldn’t be lazy and just reach in the closet and grab a pair every day. So I stacked the nine pairs up on my donation pile. And then it came...

The thought.

For a fleeting moment I thought about what would happen if I lost everything and had to start over again. I remembered the time when the tax authorities seized my business, and I took a job in a diner, as a breakfast cook to get by. So I had this momentary thought about the possibility that I might ever have to take a manual labor job where I would want to have those blue jeans again.

And that blows my mind.

For the sake of this neurotic fantasy, let’s suppose I lost everything tomorrow. Everything.

I could start a restaurant chain (which I already have the concept for) and would likely become a billionaire. I need just snap my fingers and I could have ten or twenty investors. I could restart my speaking and seminar business and make millions of dollars from scratch.

I could announce that I was available for copywriting projects and pull in a million dollars a year. I could jump back into network marketing and be worth a couple million in a few years.

I could announce my availability as a marketing consultant and have more business than I could possibly handle. If I mentioned to my Mastermind Council that I was looking for a job, I would have two or three high five figure offers to run companies in five minutes.

Truth is, it wouldn't matter what business I do, I would be successful in it.

But I still had that thought. . .

Fleeting, though it was. And I have been working on my prosperity consciousness for 13 years! I've made millions of dollars, I have the ability to make billions more. I judiciously guard against negative programming to the point that I will leave a movie halfway through, or end a conversation in a mid sentence if I don't like the direction it is going. *And I still had that thought.*

And know what?

I've had lots of other ones. Sometimes ten a day. As rich, successful, healthy and happy as I've become, I have often still had fear-based thoughts. Looking back now, I see a lot of things I did, thinking they were prosperous, but I see now they were fear based.

When I bought a bike, I bought a titanium professional race bike for \$3,000. I remember thinking then that if things got bad, I could always sell it for some quick cash.

Well I bought four sports cars at the same time, I felt secure, knowing I could always sell one or two and scrape together a hundred grand.

Coming from the place I did, I always felt like I was somehow cheating destiny. That God, or the universe, or someone was going to wake up one day and discover that I had acquired wealth by mistake.

And given my mother's proclivity for worst case, nuclear meltdown scenarios, I still had that niggling thought in the back of my mind—the defensive, better-prepare-for-the-really-bad-scenario, and have my options covered—just in case. And not get my hopes up too high—because then I was setting myself up for a great disappointment. And like I told you, I've had those kinds of thoughts recently, as many as ten a day.

But here's the difference . . .

I notice every one of them now. Immediately. And I often laugh about how silly they are. Best of all, I see the progression of my mindset. First, I had hundreds of negative thoughts a day, and noticed none of them.

Then I graduated to the point that I had lots of negative thoughts a day and noticed some of them.

From there I got to the point that I had less negative thoughts a day and I noticed a lot of them.

And gradually over time, I started having less and less of them. Some days I have none. And now when I do have them, I catch myself right away.

I used to wear a rubber band on my wrist, and snap it when I had a lack thought. Now I no longer need to do that. I just tap my fingers on my forehead. That's the signal to my mind, and I instantly reject that thought, and replace it with another one. And once that happens. The world changes.

So when do the negative thoughts end? I don't know that they ever do. The sheer enormity of how much negative and lack programming you will be assaulted with over the course of a lifetime makes that seem unlikely. (But let's not affirm that!)

When you really analyze and think about this regularly—you will start to notice these thoughts. And once you do that, they lose most of their power.

And your mindset starts to change . . .

You change your core fundamental beliefs. You believe you are supposed to be healthy, happy and prosperous. You believe you are worthy. And when you are confronted with dozens of situations each day, most minor, some bigger, and even some that are major—you expect good things to happen to you!

You expect to find that tie you need to complete the perfect outfit, you anticipate winning in a sporting event, you figure you are next in line for that promotion, and you expect your business ventures to be successful.

In any event, if you keep counter-programming—you will win the fight. Because once you control the programming—you control the mindset. And once you control the mindset—you control your destiny!